

Kelley Blue Book User Instructions

1-99

The Kelley Blue Book is an on-line resource available on the Internet to establish vehicle values.

It can be accessed by following the steps below

1. Double click on the Netscape Navigator icon
2. Near the top of the first screen displayed in the box to the right of tile "Location" or "GO TO" prompt, enter <http://www.kbb.com/cgi-bin/cgi.exe?kbb+uct+gyr>. Press enter to display the first screen in the sequence for establishing vehicle trade in value.
3. To streamline the process, a bookmark should be added here by clicking on tile pull down Bookmark menu at the top of the screen, and then clicking on the "Add Bookmark" option. Once the bookmark has been added, step number two above can be skipped and this screen can be accessed by double clicking on the Kelley Blue Book - Trade in Values bookmark.
4. The next step on this screen is to click on the model year. Trade in values are available for models going back to 1978. However, policy will be to look back a maximum of seven calendar years.

For example, during the 1999 calendar year, the Kelley Blue Book will be used to verify the value of vehicles with a model year of 1992 thru 1999. For older models prior to 1992, a value of \$ 100 will be assigned and entered on **the KAECSES VEHI** screen.

5. On the next screen, select (click) the make of the vehicle.
6. On the next Screen, select (click) the model of the vehicle.
7. On the next screen displayed, a mileage figure, zip code, and vehicle condition 111 must be entered.
 - To calculate the mileage, a standard formula of multiplying the age of the vehicle times 15,000 miles Per year is to be used. For example, on a 1993 car, 90,000 miles would be entered based on 15,000 X 6 years.
 - Entry of a zip code is required, as vehicle values may vary In different parts of the country.
 - Fair should always be used for the vehicle condition.
 - Click on "Submit" in the bottom left comer of the screen.
8. The next screen displayed will show the trade-in value to be used in deter-mining eligibility for cash assistance, medical assistance, and food stamp benefits. This same process may be used as a pricing guideline in purchasing cars for work programs participants.
9. If the resource value of the nonexempt vehicle results in ineligibility print the last screen, "Blue Book Trade-in Report" and file in the case record for documentation purposes.

Refer to the attached screen prints for an example of the vehicle value of a 1993 Ford Escort Hatchback.

Screen 1



Trade in Values

To have a Kelley Blue Book Trade-in report downloaded to your screen you need to use a browser that supports tables. Then you will

- **Select the Year, Make and Model** of your car.
- **Indicate the Engine, Transmission, Equipment & Mileage** on the vehicle.
- **Enter your 5-digit U.S. zip code** (Kelley Blue Book values are for the U.S. automotive market only.)
- **Rate your condition** -- Since Kelley Blue Book cannot see the vehicle you are submitting, it is important that you determine its condition. Here are some important things to consider about Condition. If you still have questions, see our Frequently Asked Questions -- [FAQs](#) page.

If you are ready to request a Kelley Blue Book Used Car Report, click on the year of the vehicle below. Used Car Reports are available for used models going back to 1978. (What about [models before-1-97 89](#))

c l i c k						
1998*	1997	1996	1995	1994	1993	19 92
1991	1990	1989	1988	1987	1986	1985
1984	1983	1982	1981	1980	1979	1978

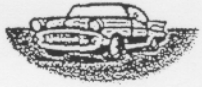
* Note. Most 1998 (and some 1997) model vehicles are just beginning to reach the used car market place As sales data becomes available, we will report values for these models.



[Kelley Blue Book's Home Page](http://www.kbb.com/cgi-bin/cgi.exe?kbb+uct+gyr)
<http://www.kbb.com/cgi-bin/cgi.exe?kbb+uct+gyr>

Select a 1993 Make

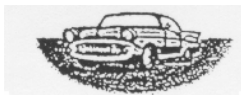
Screen 2



click

Acura	Eagle	Land Rover	Pontiac
Alfa Romeo	Ford	Lexus	Porsche
AM General	Geo	Lincoln	Saab
Audi	GMC	Mazda	Saturn
BMW	Honda	Mercedes-Benz	Subaru
Buick	Hyundai	Mercury	Suzuki
Cadillac	Infiniti	Mitsubishi	Toyota
Chevrolet	Isuzu	Nissan	Volvo
Chrysler	Jaguar	Oldsmobile	VW
Dodge	Jeep	Plymouth	

Select a 1993 Ford Model



Screen 3

CARS

Crown Victoria

Crown Victoria Sedan 4D
Crown Victoria LX Sedan 4D

Escort

click ➡ Escort Hatchback 3D
Escort LX Sedan 4D
Escort LX Hatchback 31)
Escort LX Hatchback 5D
Escort LX Wagon 4D
Escort GT ~Hatchback- 3D
Escort LX-E Sedan 4D

Festiva

Festiva GL Hatchback 3D
Festiva L Hatchback 3D

Mustang

Mustang LX Sedan 2D
Mustang LX Hatchback 2D
Mustang LX Convertible 2D
Mustang LX 5.0L Sedan 2D
Mustang LX 5.0 Liter Hatchback 2D
Mustang LX 5.0 Liter-Convertible 2D
Mustang Cobra Hatchback 2D
Mustang GT Hatchback 2D
Mustang GT Convertible 2D

Probe

Probe Hatchback 3D
Probe GT Hatchback 3D

Taurus

Taurus GL Sedan 4D
Taurus GL Wagon 4D
Taurus LX Sedan 4D
Taurus LX Wagon 4D
Taurus SHO Sedan 4D

Tempo

Tempo GL Sedan 2D
Tempo GL Sedan 4D
Tempo LX Sedan 4D

Thunderbird

Thunderbird LX Coupe 2D
Thunderbird Super Coupe 2

TRUCKS & VANS

Aerostar

Aerostar Cargo ~Van
Aerostar Extended Cargo
Aerostar -Window Van
Aerostar Extended Window Van
Aerostar Wagon
Aerostar Extended Wagon

Bronco

Bronco Wagon 2D

Club Wagon

Club Wagon Base
Club Wagon Heavy Duty
Club Wagon Super

Econoline

Econoline E 150 ½ Ton Cargo Van
Econoline E250 ¾ Ton Cargo Van
Econoline E350 I Ton Cargo Van
Econoline E350 I Ton Van Cab-Chassis

Explorer

Explorer Utility 2D
Explorer Utility 4D

Pickup

Pick-up Ranger ½ Short Bed
Pick-up Ranger ½ Long Bed
Pickup Ranger Splash Short Bed
Pickup Ranger Super Cab
Pickup F 150 ½ Short Bed
Pickup F 150 ½ Long Bed
Pickup F150 ½ Lightning Short Bed
Pickup F250 ¾ Long Bed
Pickup F350 I Long Bed
Pickup F150 ½ Super Cab Short Bed
Pickup F150 112 Super Cab Long Bed
Pickup F250 ¾ Super Cab L~Bed
Pickup F350 I Super Cab Long Bed
Pickup F350 I Crew Cab Long Bed
Pickup F350 I Cab-Chassis 133" W.
Pickup F350 I Cab- Chassis 137" W.9
Pickup F350 I Cab-Chassis 161" W.B
Pickup-Chassis 137" WB
Pickup Super Duty Cab-Chassis to 1" WB
Pickup Super Duty Cab-Chassis 185" W-B





1993 Ford Escort Hatchback 3D

Screen 4

All of the fields on this page are necessary to determine the value of a used vehicle. (Kelley Blue Book- values are based on U.S. vehicles only. A zip code must be entered.) When all fields are completed, a report will be downloaded to your computer.

Select your Engine, Transmission, Drivetrain, Mileage & Zip Code

Engine	Transmission	Drivetrain	Mileage	Zip Code
<input checked="" type="radio"/> 4 Cylinder Gas	<input checked="" type="radio"/> 5 Speed Manual <input type="radio"/> Automatic Trans.	<input checked="" type="radio"/> Front Wheel Drive	<input type="text" value="90000"/>	<input type="text" value="66612"/>
			*Enter Mileage	*Enter Zip Code

Check All Equipment Found on Vehicle

Notice that some items are already checked for your convenience. These are not necessarily "standard" but are "typically" found on this vehicle. Review all checked items carefully and be sure only the equipment on your vehicle is checked.

<input type="checkbox"/> Air Conditioning	<input type="checkbox"/> AM/FM Stereo	<input type="checkbox"/> Leather
<input type="checkbox"/> Power Steering	<input type="checkbox"/> Cassette	<input type="checkbox"/> Flip-Up Roof
<input type="checkbox"/> Power Windows	<input type="checkbox"/> Compact Disc	<input type="checkbox"/> Sliding Sun Roof
<input type="checkbox"/> Power Door Locks	<input type="checkbox"/> CD Changer/Stacker	<input type="checkbox"/> Moon Roof
<input type="checkbox"/> Tilt Wheel	<input type="checkbox"/> Premium Sound	<input type="checkbox"/> Alloy Wheels
<input type="checkbox"/> Cruise Control	<input type="checkbox"/> ABS (4-Wheel)	<input type="checkbox"/> Premium Wheels

Rate Your Condition

Must Enter Vehicle Condition		
<input checked="" type="radio"/> Fair (details)	<input type="radio"/> Good (details)	<input type="radio"/> Excellent (details)

Click →

Click → To get the Blue Book Trade-in value



Kelley Blue Book's Page

<http://www.kbb.com/cgi-bin/cgi.exe?kbb+uct+gyr>

Screen 5

Screen print and
place in case file, IF
vehicle value results



BLUE BOOK
Trade-in Report
Kansas
December 4, 1998

Local dealer
Internet Prices

Sell Your Car

Free Lemon Check

Used Car Value

New Car Prices

Car Financing

Insurance

1993 Ford Escort Hatchback 3D

4 Cylinder Gas
5 Speed Manual
Front Wheel Drive
90,000 miles

EQUIPMENT

Air Conditioning Power Steering AM/FM Stereo

Consumer Rated Condition: Fair

A "fair" vehicle rating means that the vehicle probably has some mechanical defects, but is still in safe running condition. The paint, body and interior need work to be performed by a professional in order to be sold. The tires need to be replaced. There may be some repairable rust damage. The value of cars in this category may vary widely, but a clean title history is assumed. Even after significant reconditioning, this vehicle may not qualify for the Blue Book Suggested Retail value.

TRADE-IN VALUE (Fair)

\$1,450

Trade-in value represents what you might expect to receive from a dealer for this consumer owned vehicle. Keep in mind that the dealer must then absorb the cost of making the vehicle ready for sale, advertising, sales commissions, arranging financing and insurance and standing behind the vehicle for any mechanical or safety problems.